
THE IRISH TECH STARTUP GUIDE

...

BY



WWW.FRONTLINE.VC

[@FRONTLINE](https://twitter.com/FRONTLINE)



WHO IS FRONTLINE VENTURES?

We are a venture capital fund based in Dublin and London that backs passionate software entrepreneurs and helps them build their companies

WHAT WE INVEST IN



Big Data



Cloud
Services



Payments

TALK TO US



@frontline



@wilp



@willmcq



@kim617

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.....

IRELAND BY NUMBERS

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TALENT



$\frac{1}{3}$

of the population
is under 25 -the
youngest population
in the EU



$\frac{2}{5}$

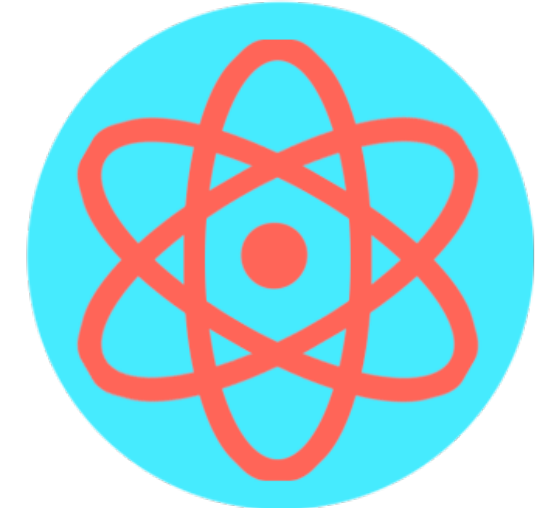
of the population
is third-level
educated - the
highest rate in the
western world, and
compared to 29%
EU average



The only English
speaking country
in the Euro Zone



Access to the EU
and its 500m
population



The highest
proportion of
science and
engineering grads in
the world



TRACK RECORD



8/10

top global ICT
companies



3/6

top global gaming
companies



9/10

top global pharma
companies



4/8

top global financial
institutions



Technology companies
account for over 90%
of venture capital
investment in Ireland,
compared to 31% in
Europe

have operations in Ireland



WORLD COMPETITIVENESS

Best country to do
business in globally
Forbes 2013

1st for business
legislation for
foreign investors
GCR 2013

1st for investment
incentives for
foreign investors
GCR 2013



1st for FDI per
100,000 population
*IBM Global Location
Trends Report*

1st in the world for
most-highly employable
graduates
*EC Study of International
Recruiters 2010*

1st for availability
of skilled labour
GCR 2013

1st for real
corporate taxes
GCR 2013



WORLD COMPETITIVENESS

The investment by US companies into Ireland is greater than that made in Brazil, Russia, India and China combined.

IRELAND



1990 - 2011

.....

A HISTORY OF ENTERPRISE

.....





Irish-French economist Richard Cantillon coined the word 'entrepreneur' in 1730 and identified the entrepreneur's role as a risk taker who is balancing the markets by predicting what buyers want.

Some look at things
that are, and ask why. I
dream of things that never
were and ask why not?

George Bernard Shaw



An illustration of two stylized figures in conversation. On the left, a man with grey hair and glasses, wearing a blue suit and red tie, gestures with his right hand. On the right, a woman with dark hair, wearing a teal top and a brown vest, has her hands clasped. Two large red speech bubbles are positioned between them. The top bubble contains a quote from Sheryl Sandberg, and the bottom bubble contains a quote from Eric Schmidt.

When I came to Facebook
and it was time to figure out
where to put our international
headquarters...we actually
really only looked at Ireland

*Sheryl Sandberg,
COO Facebook*

Ireland is a great
place to do business

*Eric Schmidt, Chairman,
Google*

.....

THE IRISH TECH ECOSYSTEM

.....



ONCE UPON A TIME IN DUBLIN...

1950-2000: Intel, IBM, Sun Microsystems, Dell, Microsoft, HP, Oracle, Citrix, Symantec, EMC²



...THEN CAME 'IRELAND 2.0'...

2000-2010: Google, Yahoo, Amazon, Facebook, EngineYard, Ebay, Paypal, Salesforce, Aol, VMWare



...AND SUDDENLY IN JUST TWO YEARS:

2010-2012: Dropbox, Twitter, LinkedIn, Zendesk, Etsy, Zynga, HubSpot, Gilt, LogMeIn, 10Gen, SumUp, Marketo, Aol., VMware, Ancestry.com, Groupon, Riot, Indeed, MasterCard, eBay, HP, Dell, EMC, Citrix, Google, Facebook, PayPal, Oracle, Yahoo!, Amazon, Salesforce, TripAdvisor, Airbnb, AdRoll, Squarespace, IDA Ireland





THE WEB SUMMIT

2010

2014

Less than 30 people spoke▶	More than 600 people spoke (a 20x increase)
There was 1 workshop▶	More than 150 workshops (a 150x increase)
Just under 500 people showed up▶	20,000 people showed up (a 40x increase)
3 startups exhibited▶	2200 startups exhibited (a 730x increase)
4 international investors showed up▶	600 international investors attended (a 150x increase)
Attendees came from 1 country: Ireland▶	Attendees came from 109 countries (a 109x increase)

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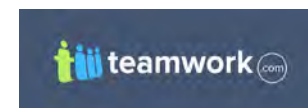
IRISH STARTUPS

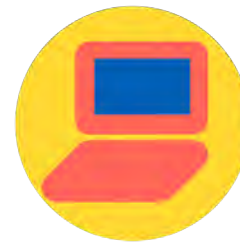
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ENTERPRISE/SAAS





SOCIAL MEDIA/CONSUMER WEB



E-COMMERCE



ED TECH





MOBILE



FIN TECH

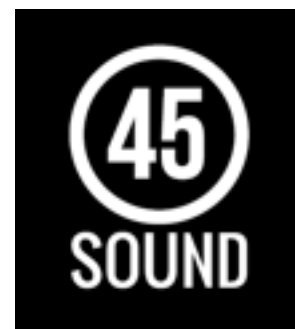


HEALTH TECH



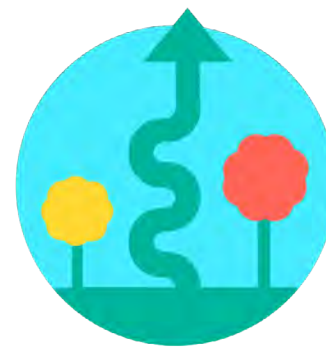


MUSIC TECH



GAMING





SOME HOMEGROWN SUCCESSES



Connected to 300 mobile operators in 130 countries, reach of 3.5 billion mobile phones



Processed over \$24bn in online transactions last year



Leading developer of physics engine used in over 500+ top selling video games and many blockbuster movies



250,000 beds are booked a month through its platform and used in over 165 countries



Used by 80 governments globally to manage social welfare payments



Biggest public online bookmaker in the world

AND MANY
OTHERS:



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SOME PEOPLE TO KNOW

.....





SOME PEOPLE TO KNOW



Karl Aherne
Wayra



Tim Arnold
Hailo



Nick Ashmore
NPRF



Sean Baker
Incaplex



Russell Banks
Investor Sheet



Richard Barnwell
Digit/Jagex



Sean Blanchfield
PageFair



Keith Bohanna
IIA



Simone Boswell
Enterprise Ireland



Gavin Bourke
Nebula Ventures



Terence Bowden
Propellor Accelerator



John Breslin
NUIG



Niamh Bushnell
Startup Commissioner



Ed Byrne
Xenon Ventures



Donal Cahalane
Trustev



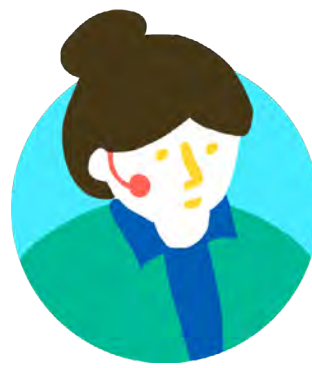
Paul Campbell
Tito



Brian Caulfield
DFJ Esprit



Dylan Collins
Box of Awesome



SOME PEOPLE TO KNOW



Karl Aherne
Wayra



Paddy Cosgrave
*WebSummit /
Founders*



Mary Cronin
Thousand Seeds



Donnchadh Cullinan
Enterprise Ireland



Tom Cusack
Enterprise Ireland



Dermot Daly
Topado



John Dennehy
Zartis



Joe Drumgoole
Feed Henry



John Egan
*Archipelago /
Weller*



Sonia Flynn
Facebook



Niall Harbison
Lovin' Dublin



Paul Hayes
Beach Hut



John Herlihy
Google



Daire Hickey
*Websummit /
Founders*



Paddy Holahan
Newbay



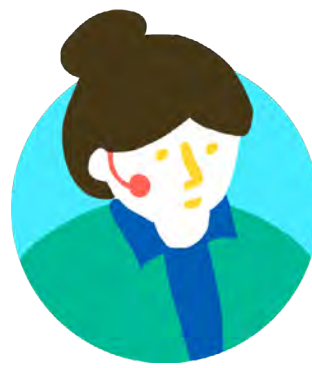
Andrew Hunter
SVB



Eoghan Jennings
Health XL



Martin Kelly
IBM / Health XL



SOME PEOPLE TO KNOW



Dave Kelly
Websummit / Founders



David Lawrence
Pegasus



Gary Leyden
NDRC LaunchPad



Eamon Leonard
Engine Yard



Colm Lyon
Realex Payments



Vincent Lyons
DubStarts



Barry Maloney
Balderton Capital



Steven McIntyre
Twitter



Kieran Moynihan
CIT



Adrian Mullett
Bank of Ireland



Darren Mulvihill
Startup Grind



Joan Mulvihill
Irish Internet Assoc.



Connor Murphy
DataHug



Gene Murphy
Startup Ireland



Garrett Murray
Enterprise Ireland



Ray Nolan
*Hostel World/
Ultimate Rugby*



Barry O'Brien
SVB



Deirde O'Brien
O'Brien & Associates



SOME PEOPLE TO KNOW



Paul O'Dea
Selected Strategies



Barry O'Dowd
IDA



John O'Dwyer
AIB



Aileen O'Malley
SOvH Partners



Ronan Perceval
Phorest



Raomal Perera
Thousand Seeds



Pat Phelan
Trustev



Nicola Riordan
Nua Marketing



Noel Ruane
Polaris



Anna Scally
KPMG



Barry Smyth
UCD



James Whelton
CoderDojo



A FAMILY BUSINESS



John
Collison



Patrick
Collison



Eamon
Fallon



Brian
Fallon



Jonathan
Ruane



Jason
Ruane



Martina
Skelly



Michael
Skelly

stripe

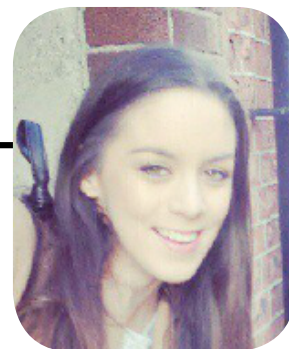


EVENTOVATE

Yellowschedule



Jennie
McGinn



Grace
McGinn



Sarah
McGinn



Brian
Reeves



Frank
Reeves



Kate
O'Daly



Aoibheann
O'Daly



Emer
O'Daly



LOVE & ROBOTS



TECH PRESS



Johnny Ryan
Irish Times



Karlin Lillington
Irish Times



Ciara O'Brien
Irish Times



Pamela Newenham
Irish Times



Carmel Doyle
Silicon Republic



Adrian Weckler
Sunday Business Post



Tom Lyons
Irish Times



John Kennedy
Silicon Republic



Gavin Daly
Sunday Times



Mark Little
Storyful



Chris Horn
Irish Times



Gavan Reilly
TheJournal.ie



Philip Connolly
Sunday Business Post



TECHNOLOGY LAW FIRMS



ARTHUR COX



MAPLES



WILLIAM FRY



McCANN FITZGERALD

A&L Goodbody





STARTUP ACCOUNTANTS

LARGER FIRMS



INDEPENDENT



BYRNE • CURTIN • KELLY





RECRUITERS

BUSINESS/SALES



TECHNICAL



.....

FINDING CAPITAL & MENTORS

.....





INCUBATORS/ACCELERATORS





BANKS & CROWD-FUNDING



✱ Ulster Bank



LINKED
FINANCE.COM

:fund:it

KICKSTARTER



ANGEL NETWORKS





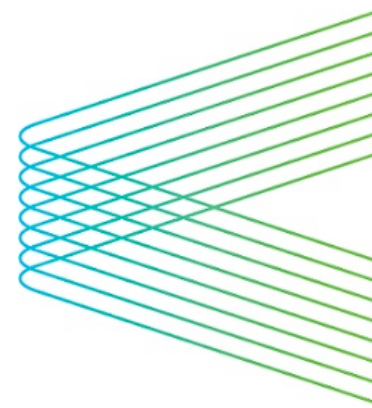
LOCAL & INTERNATIONAL RESIDENT VCS



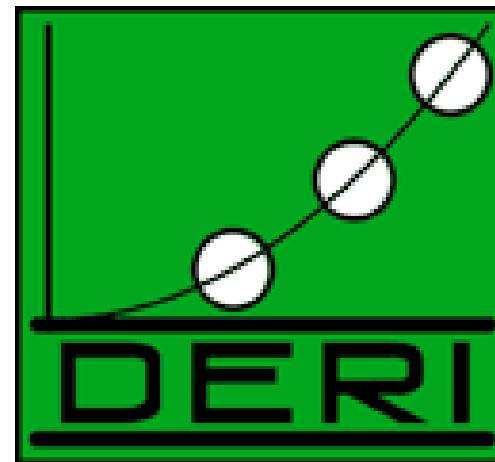


CENTRES FOR SCIENCE, ENGINEERING & TECH

CSETs help link scientists and engineers to industry and foster the development of Irish technology companies.



CRANN



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PLACES TO GO

.....





CO-WORKING SPACES



IADT Media
Cube



Dogpatch Labs



Liffey Trust Hub



National College
of Ireland



Guinness
Enterprise Centre



The Digital Hub



STARTUP HANGOUTS



KC Peaches



Chop House



Skinflint



Science Gallery



Library Bar



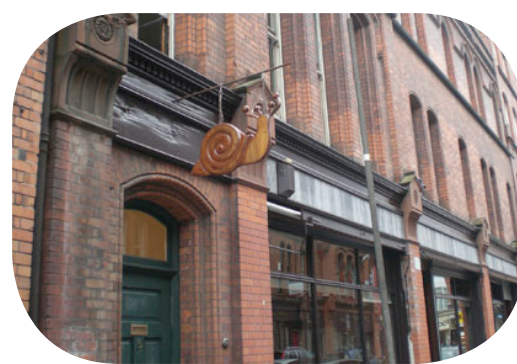
Crackbird



3FE



Jo'Burger



No Name



Slattery's



Food Game

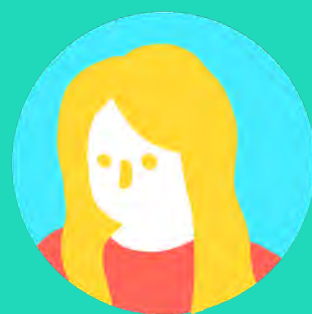


MEETUPS AND CONFERENCES



WANT TO FIND OUT MORE?
DO YOU KNOW SOMEONE WHO BELONGS ON OUR GUIDE?
FOLLOW OR TWEET @FRONTLINE

WORDS BY:

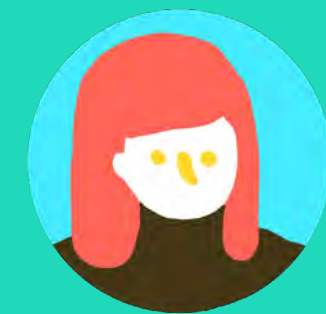


Roisin Kiberd
@roisinthemirror

PRODUCED BY:



PICTURES BY:



Fuchsia MacAree
@phewsha